



## Manufacturing

Maryland's traditional manufacturing industry includes a diverse blend of companies, some over 100 years strong. Spanning the continuum is W.R. Grace, established in the 1800s, the second longest operating chemical company in the U.S. and a leading manufacturer of silica-based materials with sales of \$3.2 billion in 2014. The state hosts a variety of 21<sup>st</sup> century industries including defense electronics, aeronautics, systems engineering, medical diagnostics, specialty chemicals, software and aircraft engines. Maryland's 3,680 manufacturing businesses generate \$19.57 billion in gross state product.

### Major Manufacturing Employers in Maryland

Employer	Employment	Product / Service
Northrop Grumman	10,400	Electronic systems
Lockheed Martin	7,670	Aerospace and electronics
MedImmune/Astra Zeneca	2,920	Pharmaceuticals
Under Armour	2,570	Sports apparel
W. L. Gore & Associates	2,405	GORE-TEX® products
McCormick & Company	2,130	Food flavorings
BD Diagnostics	1,810	Medical equipment
Perdue Farms	1,600	Poultry processing
H&S Bakery	1,570	Commercial food products
Volvo Powertrain	1,515	Diesel engines and transmissions

Note: Numbers are rounded.

Source: Maryland Department of Commerce, December 2015.

### Selected Rankings

- The Port of Baltimore is one of the leading ports in the U.S. for automobiles and roll on/roll off (Ro/Ro) cargoes, offering specialized Ro/Ro services.
- The Port was cited in Supply Chain Management Review as one of "Three Ports Building for the Future," and one of only three East Coast ports equipped to handle super-post-Panamax ships.
- Foreign-Trade Zone #74 in Baltimore has been named the North American winner among Global Free Zones of the Year for 2015 by fDi Intelligence.
- According to *U.S. News & World Report's* Best Colleges survey, the University of Maryland College Park ranks in the top ten in undergraduate supply chain management/logistics.

### Industry Snapshot – Manufacturing in Maryland

- Employment (2015) – 103,630 jobs  
Leading subsectors:
  - Computer and electronic product manufacturing – 17,700 jobs
  - Food manufacturing – 15,000 jobs
  - Chemical manufacturing – 11,700 jobs
  - Fabricated metal product manufacturing – 8,100 jobs
- Business establishments (2015) – 3,680
- Total wages (2015) – \$7.60 billion
- Average salary (2015) – \$73,370
- Gross state product (2014) – \$19.57 billion
- Federal procurement (FY2014) – \$4.25 billion
- Exports (2014) – \$12.2 billion

Sources: Maryland Department of Labor, Licensing and Regulation; U.S. Bureau of Economic Analysis; U.S. Census Bureau.

## Employment by Occupation

### Maryland Employment – May 2015

Selected Production Occupations	Employment
Electrical and electronic equipment assemblers	3,080
First-line supervisors/managers	6,650
Helpers/production workers	4,040
Inspectors, testers, sorters, samplers, weighers	4,440
Machinists	2,820
Packaging and filling machine operators and tenders	3,380
Printing press operators	2,330
Team assemblers	3,680
Welders, cutters, solderers and brazers	2,270
Assemblers and fabricators, all other	2,450

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics.

## Assets & Resources

- **National Institute of Standards and Technology** – Supports U.S. innovation through research, measurements, standards, business services, and other programs.
- **University of Maryland College Park (UMCP)** – A highly ranked university in business administration, with excellence in undergraduate management information systems, and supply chain management/logistics. (U.S. News)
- **UMCP Center for Nano Manufacturing and Metrology** – Advancing the science and technology of manufacturing and realization of products based on unique properties achieved at the nanoscale.
- **UMCP Composites Research Laboratory** – Research and development activity in composite materials and structures.
- **Regional Manufacturing Institute (RMI)** – Represents the interests of manufacturers in Maryland, providing programs, services and advocacy.
- **Maryland Manufacturing Extension Partnership** – Focused on providing high quality solutions and programs to improve manufacturers' operations, spark innovation and increase growth.
- **Maryland World Class Consortia** – Helps organizations use world class techniques, such as lean and six sigma, to build competitive capacity.
- **World Trade Center Institute** – One of over 300 members of the World Trade Center Association, uniting businesses and government agencies in international trade.
- **Maryland Technology Enterprise Institute (Mtech)** – Educates the next generation of tech entrepreneurs, creates successful ventures and connects companies with university resources.

## New & Expanding Businesses

- **Frito-Lay** (Harford County) - \$60 million, 42,700-square-foot expansion will allow the snack food company to increase its warehouse capabilities and install two additional manufacturing lines at its Aberdeen plant. (November 2015)
- **Pinnacle Foods** (Washington County) – Leading producer, marketer and distributor of high-quality branded food products in the U.S. has announced plans to locate a manufacturing facility in Hagerstown with initial plans to create 85 to 125 full-time jobs by December 2018 (September 2015)
- **CHUTES International** (Charles County) – Manufacturer of commercial and industrial chutes and related products is relocating within the county from a 12,000 square foot to a 43,000 square foot facility, and increasing its workforce by 15 new employees. (August 2015)

- **FR Conversions** (Carroll County) – Major producer of van conversions for wheelchair accessible transportation is investing \$20 million to purchase and equip an industrial building, and expects to add up to 400 jobs to its existing workforce over the next two to three years. (August 2015)
- **Hardwire Armor Systems** (Worcester County) – High-tech manufacturer of defense equipment leasing 42,000 square feet with an option to buy. Hardwire currently employs 34 people in Pocomoke City and anticipates hiring new employees immediately and as operations expand over the next few years. (June 2015)
- **Tempur Sealy International** (Washington County) – Leasing a newly-constructed 615,000 square-foot facility to expand its manufacturing and distribution operations in the county. Conditional loans through the state and county will assist the world's largest bedding provider in retaining 112 employees and creating 120 new jobs. (April 2015)
- **Paul Reed Smith Guitars** (Queen Anne's County) – Conditional grants from the state and county will help the legendary guitar manufacturer introduce a new line of acoustic guitars and add 20 new full-time employees over the next three years. (April 2015)
- **Local Motors** (Prince George's County) – 3-D printed car company plans to open a 45,000-square-foot lab, "build floor," and showroom by the end of 2015, creating more than 100 jobs. (January 2015)
- **M3D** (Howard County) – Moved operations from Bethesda to a 12,000-square-foot space in Fulton. The manufacturer of consumer-targeted 3D printers expects to grow its current staff of 25 to about 100 in 2015. (October 2014)
- **Triton Metals** (St. Mary's County) – Received a \$5,000 grant through the Department of Commerce's Partnership for Workforce Quality Program (PWQ), enabling it to enroll its 70 full-time employees in three training courses. The Hollywood (MD)-based manufacturer also plans to create 10 new positions. (August 2014)

## Programs & Incentives

- **Maryland Small Business Development Financing Authority** – Assists small businesses that are unable to qualify for business financing through normal financing channels, including businesses owned by economically and socially disadvantaged entrepreneurs.
- **Maryland Industrial Partnerships** – Accelerates commercialization of technology by jointly funding collaborative R&D projects between companies and University System of Maryland faculty.
- **Maryland Venture Fund** – State funded seed and early-stage equity fund.
- **Maryland Technology Development Corporation** – Facilitates technology transfer from academic and federal labs into the private sector with seed funding, technical assistance and entrepreneurial support programs.
- **Enterprise Zone Tax Credit** – Real property and state income tax credits for businesses locating in zones making capital investments and creating new jobs.
- **Research & Development Tax Credit** – Credit for R&D expenses for certified businesses.

### Contact for assistance:

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